

## Message Text

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ACTION IO-14

INFO OCT-01 AGRE-00 ICA-11 AID-05 EB-08 COME-00 ISO-00  
TRSE-00 AF-10 ARA-10 EA-10 EUR-12 NEA-11 /092 W  
-----097375 080800Z /11  
R 071447Z JUN 78  
FM AMEMBASSY ROME  
TO SECSTATE WASHDC 3368

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FODAG

E.O. 11652: N/A  
TAGS: FAO, AORG, APER  
SUBJECT: FAO INVESTMENT CENTER

REF: STATE 95556

1. FODAG HAD A LONG TALK WITH DIRECTOR OF FAO INVESTMENT CENTER (FERNANCO) ON INVESTMENT CENTER PERSONNEL OPENINGS AND FUTURE WORK PLAN, SEPTEL. FERNANCO REPEATED HE HAD FILLED POSITION FOR WHICH DONALD SHERK, REFTEL A PARA 3, WAS CANDIDATE.

2. FERNANCO DETAILED THAT FIVE DIFFERENT INTERVIEWS WERE HELD WITH SHERK. HE ALSO REVIEWED WITH FODAG OFFICER SHERK'S CV WHICH, THOUGH VERY STRONG, DID NOT HAVE ENOUGH MISSION OR PROJECT EXPERIENCE AND WAS NOT RELATED TO AGRO-ECONOMICS.

3. FERNANDO SURPRISED FODAG OFFICER WITH FACT HE HAD FIVE AMERICANS IN INVESTMENT CENTER:

A. G. APODACA	D-1 AGRICULTURAL TRAINING
D. E. CAMPBELL	D-1 TECHNICAL OFFICER
D. FORBES-WATT	P-5 PROJECT ANALYSIS
J. A. BELT	P-3 ECONOMIST PROJECT ANALYSIS

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C. A. MICZAIKA P-2 ECONOMIST/PROJECT ANALYSIS  
ANOTHER AMERICAN (HUNTER) HAS JUST SAID "NO" AFTER YEARS OF BARGAINING.

4. FERNANDO INDICATED HE WAS MORE THAN WILLING TO HIRE AMERICANS AND BELIEVES INFO IN PARA 3 BACKS THIS UP. HE NOTED THAT IT WAS HIS GENERAL POLICY TO PROMOTE FROM WITHIN INVESTMENT

CENTER FOR MANAGERIAL TYPE POSITIONS HOWEVER HE DID NEED SOME OFFICERS FOR PROJECT MISSION WORK. THESE POSITIONS ARE P-4 OR P-5. EXPERIENCE MAKING PROJECT IDENTIFICATION OR PROJECT PREPARATION IS ESSENTIAL. IF CANDIDATE HAS LED A FEW MISSIONS, HE COULD BE APPOINTED AT P-5 LEVEL.

5. INVESTMENT CENTER HAS THREE DIVISIONS: SERVICE ONE DIVISION FOR WORLD BANK FOR EUROPE, MIDDLE EAST, AND LATIN AMERICA NEEDS THE FOLLOWING MISSION EXPERTS:

FORESTRY P-5  
AGRICULTURE P-5  
FORESTRY P-5  
ANIMAL PRODUCTION P-5

RRSERVICE TWO DIVISION FOR WORLD BANK FOR AFRICA AND FAR EAST NEEDS:

AGRICULTURE P-5  
FISHERIES P-5  
AGRONOMIST (TREE CROPS) P-5

CREDIT OFFICER (DEVELOPMENT BANKING) P-5

SERVICE THREE DIVISION FOR NON-WORLD BANK NEEDS:

FISHERIES P-5

6. MISSION OFFICERS CAN EXPECT A MINIMUM OF THREE MISSIONS TO THE FIELD A YEAR OR BETWEEN 90 AND 120 DAYS IN THE FIELD YEARLY. PRESENTLY THE INVESTMENT CENTER HAS 108 PROFESSIONALS, 70 WORKING EXCLUSIVELY ON WORLD BANK AFFAIRS IN SERVICES LIMITED OFFICIAL USE

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ONE AND TWO, AND 38 ON IFAD AND REGIONAL BANK AFFAIRS.

7. AS THE BANKS PROVIDE MORE LOAN FUNDS FOR AGRICULTURAL DEVELOPMENT PROJECTS, MORE OF THEIR PERSONNEL GET TIED UP IN PROJECT REVIEW AND EVALUAION SO FERNANDO SEES AND INCREASING DEMAND FOR INVESTMENT CENTER SERVICES IN PROJECT IDENTIFICATION AND PROJECT PREPARATION. AT PRESENT TIME THE WORLD BANK PAYS 70 PERCENT OF COST OF AN INVESTMENT CENTER MISSION WHILE THE AFRICAN DEVELOPMENT BANK PAYS ONLY 40 PERCENT. FERNANDO IS NOW ATTEMPTING TO NEGOTIATE A COMMON FIGURE.

8. THE INVESTMENT CENTER MAY INITIATE A PROJECT IDENTIFI-  
CATION MISSION BUT USUALLY A MISSION IS NOT SENT UNTIL  
INTEREST IN FANANCING PROJECT REQUESTED BY A COUNTRY  
HAS BEEN EXPRESSED BY A BANK TO THE INVESTMENT CENTER.  
THEN A TEAM IS PUT TOGETHER UNDER LEADERSHIP OF  
INVESTMENT CENTER BUT WITH EXPERTS FROM CENTER, BANKS,  
AND CONSULTANTS. THESE EXPERTS ARE CHOSEN FROM INVESTMENT  
CENTER FILES, SO AMERICAN CONSULTANTS, BOTH INDIVIDUALS  
AND FIRMS, SHOULD INDICATE THEIR INTEREST IN CONSULTANT  
WORK TO FERNANDO AT FAO INVESTMENT CENTER. FODAG IS  
POUCHING IO/AGR (BYRNES), IO/EX/IR, AND USDA (WITCHER) COPIES

OF PUBLICATION DESCRIBING WORK OF INVESTMENT CENTER  
ENTITLED "INVESTING IN AGRICULTURAL DEVELOPMENT". HOLMES

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## Message Attributes

**Automatic Decaptioning:** X  
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**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Disposition Approved on Date:**  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014